

## Message Text

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PAGE 01 STATE 015320  
ORIGIN NEA-10

INFO OCT-01 ISO-00 CIAE-00 COME-00 EB-08 INR-07 LAB-04  
NSAE-00 SIL-01 /031 R

DRAFTED BY NEA/ARP:D M WINN:NEA/RA:D MORRISON:LB  
APPROVED BY NEA/ARP:J W TWINAM

-----070191 200322Z /64

R 192157Z JAN 78  
FM SECSTATE WASHDC  
TO AMEMBASSY ABU DHABI

UNCLAS STATE 015320

E.O. 11652: N/A

TAGS: ELAB

SUBJECT: ADNOC HQS BLDG: BOYCOTT PROBLEM

REFERENCE: AMB DICKMAN'S MEMCON OF DEC 8, 1977, RE  
ADNOC BID REQUIREMENTS

1. U.K. ARCHITECTS PIANO AND ROGERS HAVE BEEN RETAINED TO WRITE FURNITURE SPECIFICATIONS FOR NEW ADNOC HEADQUARTERS BUILDING. ADNOC HAS INDICATED TO ARCHITECTS A PREFERENCE FOR TYPE OF FURNITURE MADE BY KNOLL (A U.S. COMPANY). CLIENT HAS INSTRUCTED ARCHITECTS TO SUBMIT INVITATIONS TO BID TO TWO U.S. (INCLUDING KNOLL), ONE U.K., ONE ITALIAN, ONE SWISS, AND ONE FRENCH FURNITURE COMPANIES. FRENCH COMPANY IS WHOLLY-OWNED SUBSIDIARY OF KNOLL.

2. ARCHITECTS HAVE INFORMED KNOLL THAT TENDER DOCUMENTS BEING PREPARED REFLECT REQUIREMENT FOR NEGATIVE CERTIFICATION OF ORIGIN OF GOODS, AND REQUIREMENT THAT SUCCESSFUL BIDDING COMPANY MUST FURNISH CERTIFICATE THAT IT IS NOT ON BLACKLIST. WE ARE ADVISED BY JOHN GATCH THAT KNOLL WOULD UNCLASSIFIED

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BE UNWILLING TO PROVIDE EITHER OF THESE CERTIFICATIONS-- IRRESPECTIVE OF ISSUE OF LEGALITY UNDER FINAL EXPORT ADMINISTRATION ACT REGULATIONS. (KNOLL AS MATTER OF COMPANY POLICY DOES NOT INTEND TO BE DRAWN INTO FOREIGN

COUNTRY BOYCOTT PRACTICES. NOR WOULD KNOLL WANT INVITATION TO BID TO TRIGGER EAA REPORTING REQUIREMENT.)

3. GATCH ASKS THAT EMBASSY FOLLOW UP ON EARLIER INITIATIVES WITH ADNOC AND OTHER UAE OFFICIALS TO DETERMINE WHETHER BOYCOTT CERTIFICATION REQUIREMENTS IN TENDER DOCUMENTS CAN BE AVOIDED IN ORDER TO ALLOW U.S. COMPANIES (SUCH AS KNOLL) TO COMPETE.

4. USE OF TENDER INVITATION REQUIREMENT FOR POSITIVE CERTIFICATE OF ORIGIN, WHICH NOW IS IN GENERAL USE IN SHIPPING DOCUMENTS REQUIRED BY BOYCOTTING COUNTRIES, WOULD BE ACCEPTABLE TO KNOLL.

5. AS TO CERTIFICATION THAT TENDERING FIRM IS NOT BLACK-LISTED, SIMILAR PROBLEM WHICH AROSE IN KUWAIT (AT CONTRACTING STAGE) WAS RESOLVED BY DECISION ON PART OF MINISTRY OF HEALTH TO SATISFY ITSELF THAT U.S. FIRM WAS ELIGIBLE TO ACT AS SUPPLIER--DROPPING REQUIREMENT THAT U.S. FIRM OBTAIN CERTIFICATION FROM KUWAIT BOYCOTT OFFICE AND SUBMIT SAME TO MINISTRY OF HEALTH.

6. GATCH FEELS THAT KNOLL HAS NO STANDING AT THIS PRE-TENDER STAGE TO SEEK CHANGE THROUGH DIRECT APPROACH TO ADNOC (THOUGH PIANO AND ROGERS REPORTEDLY FULLY INFORMED OF POTENTIAL PROBLEM WHICH WOULD BE CREATED IF BOYCOTT CERTIFICATIONS USED IN INVITATIONS TO BID).

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7. REQUEST YOU PROCEED, AS APPROPRIATE, WITH YOUR EFFORTS TO OBTAIN NEEDED CHANGES IN ADNOC/UAE TENDERING REQUIREMENTS. IF YOU THINK PARALLEL ACTION BY GATCH/KNOLL WOULD BE APPROPRIATE AT THIS TIME, PLEASE ADVISE.  
CHRISTOPHER

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NNN

## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** FURNITURE, BOYCOTTS, PROPOSALS (BID)  
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**Draft Date:** 19 jan 1978  
**Decaption Date:** 01 jan 1960  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
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**Executive Order:** N/A  
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**Review Markings:**  
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